

Message Text

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PAGE 01 BONN 00780 161626Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----022884 161837Z /44

R 191126Z JAN 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 4811
AMCONSUL FRANKFURT
AMCONSUL MUNICH

UNCLAS BONN 00780

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - SALCO PRODUCTS, INC., HAWTHORNE,
CA.

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

REGENTECHNIK, HORST WIELER
BOSCHSTR. 2
D-6720 SPEYER/RHEIN
CONTACT: MR. HORST WIELER
PHONE: 06232-32970

COMMENT: A POSSIBLE BONA FIDE BUSINESS PARTNER WOULD
BE ABOVE FIRM. MR. WIELER WILL COMMUNICATE WITH THE
US FIRM DIRECTLY. HIS FIRM IS ONE OF THE LEADING WEST
GERMAN COMPANIES SPECIALIZING IN THE PRODUCTION,
IMPORTATION AND DISTRIBUTION OF SPRINKLER SYSTEMS FOR
AGRICULTURE, HORTICULTURE, AND SPORTS FIELDS.

AMCONSUL FRANKFURT COMMENT:
ACCORDING TO RELIABLE TRADE SOURCES, THE TECHNIQUE OF
DRIP IRRIGATION HAS NOT GAINED GROUND IN WEST GERMANY;
IT IS STILL IN ITS EXPERIMENTAL STAGE THROUGH PILOT
PLANTS IN NORTHERN AND SOUTHERN GERMANY. MAJOR
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DIFFICULTIES EXPERIENCED WITH THIS SYSTEM IS BY
ITS FILTERS. IF THE US COMPANY HAS SUCCEEDED IN
WORKING OUT THE BUGS THEN THERE SHOULD BE A LIKELIHOOD
THAT ITS PROGRESSIVE SYSTEM WILL FIND A MARKET IN
GERMANY.

AMCONSUL MUNICH COMMENT:

DESPITE SEVERAL EFFORTS AMCONSUL MUNICH WAS UNABLE TO LOCATE AN INTERESTED PARTY FOR THIS ADS. ONE OF OUR CONTACTS TOLD US THAT 1. THERE IS NO GREAT DEMAND FOR SUBJECT DRIP IRRIGATION SYSTEMS IN GERMANY BECAUSE OF WEATHER CONDITIONS, 2. THERE ARE NUMEROUS FIRMS IN THE FRG MANUFACTURING SUCH SYSTEMS AND EXPORTING THEM AND 3. THE ISRAELIS HAVE INVENTED, ARE MANUFACTURING AND EXPORTING SUCH SYSTEMS ALL OVER EUROPE AT VERY LOW PRICES WHICH MAKE COMPETITION VERY DIFFICULT.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
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Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780023-0477
Format: TEL
From: BONN
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t19780161/aaaabzek.tel
Line Count: 74
Litigation Code IDs:
Litigation Codes:
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Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 869c63e3-c288-dd11-92da-001cc4696bcc
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Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Reference: n/a
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SAS ID: 3771953
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Subject: ADS REQUEST - SALCO PRODUCTS, INC., HAWTHORNE, CA. DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/869c63e3-c288-dd11-92da-001cc4696bcc
Review Markings:
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